AS SEEN BY A WASHINGTON WOMAN

President of

Twentieth Cen-

women are just

realizing value of

organized effort.

She tells of

gram, and says

ward civic serv-

What Mrs.

Clark has been

able to do for

Marne Valley

ice more than

winter pro-

tury Club says

European -

A NEW VOCATION FOR WOMEN.

Only a generation ago the number f vocations which women might enter could be counted on the two hands. Now a centipede-if centipedes have fingers-would not have enough on which to count off the various fields of work which women have found as a means to earning their daily bread. Every year many new lines of work are added to the list, some of them vocations in which men have heretofore had exclusive employment but oftener lines of work that are entirely new and that have come into being because of the everexpanding interests of our modern

The woman who attained her majority, say thirty years or more ago, might well wish to grow up again under the present conditions, so many are the professions that she might have chosen from in selecting her life- should aim to-

One of the most interesting additions to the list of what a college woman may do is to be found in the self-culture. development of the science of salesmanship. At Simmons College in Boston Mrs. Lucinda W. Prince has been conducting this year a training class in salesmanship especially designed for experienced and well-educated women who wish to enter the new field of teaching salesmanship. lust at present the work of this class victims through is coming into considerable publicity the aid of her because of the fact that the women who have been studying with Mrs. Prince during the autumn term are now doing field work in department stores throughout the country.

In a certain large department store in Boston the toy department is almost entirely turned over to these student saleswomen. Throughout the college year the students spend two or three days of the week in actual work behind the counter, but during December classes are for the time being discontinued and the entire to be a big club movement among the women of France and other European countries," Mrs. Edward B. Clark, president of the Twentieth Century Club, told me in the course of a conversation I had with her at the Hamilton a day or so being discontinued and the entire the second of the different sections of the club we aim to keep before our minds the idea of service to the community as well as self-culture, and in the work of the different sections of the club we aim to keep before our minds the idea of service to the community as well as self-culture, and in the work of the different sections of the club we aim to keep before our minds the idea of service to the community as well as self-culture, and in the work of the different sections of the club we aim to keep before our minds the idea of service to the community as well as self-culture, and in the work of the different sections of the club we aim to keep before our minds the idea of service to the community as well as self-culture, and in the work of the different sections of the club we aim to keep before our minds the idea of service to the community as well as self-culture, and in the work of the different sections of the club we aim to keep before our minds the idea of service to the community as well as self-culture, and in the work of the different sections of the club we aim to keep before our minds the idea of service to the community as well as self-culture, and in the work of the different sections of the club we aim to keep before our minds the idea of service to the community as well as self-culture, and in the work of the different sections of the club we aim to keep before our minds the idea of service to the community as well as self-culture, and in the work of the diffe

work that would have been the case task of providing furnishings for these on the program committee are had the work been entirely carried little dwellings or "maisonettes" was be-

State working with the Empire State ing forward with pleasure to hearing campaign committee in its struggle there, later traveling and lecturing on France tomorrow night under the suffrage in Michigan and later at the auspices of the club at All Souls' Church. New York State Suffrage Association convention which opened in New York

Presenting one of these small maisonettes, withing to be furnished, ready for those.

December 1.

In New York State Mrs. White worked in Steuben and other counties, often lecturing in conservative country towns where a suffrage speaker had never been leard before. In Bridgewater, near littica, the suffrage meeting which she addressed was interrupted by an amateur drum corps of young rowdies, with the result that the entire body of the conservative population were won over to the cause through their indignation with the Jawless ones.

"It was an exciting incident," Mrs. Waiting to be furnished, ready for those who wish to save their small coins for the purpose of relieving distress of the personnel of the District of Columbia the personnel of the District of Columbia the personnel of the Jost of the personnel of the District of Columbia the personnel of the District of Carry of amining board for proficiency tests, and expect to add the remaining names as the personnel of the District of Carry of amining board for proficiency tests, and expect to add the remaining on the personnel of the District of Carry of amining board for proficiency tests, and the personnel of the District of Carry of amining board for proficiency tests, and the personnel of the District of Carry of a

securing the passage of a bill before Congress to prevent the desecration of

Read Dan Sayles' Want Advertising



Mrs. E. B. Clark Sees New Era For Women's Clubs After War



Champaign district of the Marne Valley.

It is decidedly to the credit of Mrs.

Prince that in planning such a training course she realized the necessity of actual work in the stores, and that she did not attempt to limit her training to the theoretical side of the work that would have been the case.

Champaign district of the Marne Valley.

There the war had played such great have fretary, and Mrs. Grace Willis, treasure that the problem seemed almost impossible. But through the work of the English Quakers through the work of the French women and their well organized work shops the steam of the problem seemed almost impossible. But through the work of the French women and their well organized work shops the Stewart and Mrs. R. S. Woodward.

complishes results."

"and it all goes to show that complishes results."

"Do you think that most club womile. Those rowdles really couldn't have done more for us."

A meeting of the D. C. W. S. A., of which Mrs. Whita is president, has been called for tonight at the Cairo. This called for tonight at the Cairo of the called for the called for tonight at the Cairo of the called for the association, which boasts of being one of the oldest suffrage associations in the cation is the greatest factor for maknerican Woman Suffrage Association, the convention of which is to begin tomorrow. The vice president of the association is Mrs. Belle Royce and the corresponding secretary is Mrs. Franklin Swift.

Mrs. White is also a member of the Martha Washington chapter of the D. A. R., the original chapter of that organization. She is especially interested in not be expected to be in favor of the reform. She is too well off just as

work behind the counter, but during December classes are for the tine with the course of a conversation I had with her at the Hamilton a day or so being discontinued and the entire student body finds occupation in stores. In three of the largest mere cantile enterprises in New York these women are employed. And they are also to be found in the department stores of Brooklyn, Boston, Rochester, N. Y.: Pittsburgh, Cincinnati, and other large cities.

The field of work for the graduates of Mrs. Prince's class is larger than one would at first imagine. More and more public school officials are realizing the value of salesmanship as a branch of high school education, and it is from the ranks of Mrs. Prince's students that many parts of the country maintain schools of salesmanship for their apprentices and beginners, and there are other executive positions in the department stores women are doing and of seeing the value of organized effort."

"Through my busband's work as a consumption of the country maintain schools of salesmanship for their apprentices and beginners, and there are other executive positions in the department stores women are doing and of seeing the value of organized effort."

Through my busband's work as a consumption of the country maintain schools of the country maintain scho

work that would have been the case had the work been entirely carried on in the classroom.

M. M.

D. C. W. S. A. TO MEET TONIGHT.

The Mrs. N. S. White Is Eager to Wear New "Suffrage First" Button.

"I am just pining to wear one of the new buttons," Mrs. Nettle Lovisa White, president of the District of Columbia Woman Suffrage Association, told her friends Saturday. "They simply say 'suffrage first' and they are soon to be sent out from New York by Mrs. Carrie Chapman Catt."

Mrs. White has just returned to Washington for the winter after a busy suffrage expedition spent first in New York State working with the Empire State of the conting of the Empire State working with the Empire State work in the club I was immediately able to start work backed by the name of the Twentieth Century Club."

And, by the way, members and friends of the Twentieth Century Club are looking for these in the same look and one small cottage could be furthed to the twenty dollars."

These on the program committee are Those on the program count it task of providing furnishnings for these these were looked and one small cottage could be furthed to the twenty dollars."

The Mrs. Clark went on to explain how she went to work to secure the cooperation of women of America in this work to secure the cooperation of women of America in this work in the fact of her 'maisonettes' was begun and Mrs. Elseven E. Stevens The mrs. Caleb S. Miller Mrs. S. Wolliam

Aunt Chatty's Mothers' Club Conducted by Mrs. Charity Brush

UNTRUTHFULNESS.

Tills is a real Mothers' Club, for the benefit of mothers everywhere who are struggling with questions of discipline, training, education, clothing, for the children. Write to Aunt Chatty of problems which are vexing you, and she will advise and help you to a solution of them. Write to her, too, of your own discoveries, of methods you have found successful in smoothing the rough paths of life for the tender, children feet, that through the Mothers' Club your experience may be of benefit to other mothers who are still tangled in the web of perplexity you have so happily unraveled.

Co-operation is the secret of success in any business: so why not in

Co-operation is the secret of success in any the business of motherhood, that highest and holiest calling which always has been and always will be woman's crown of glory, no matter what other avenues of usefulness may be opened to her? Address Mis. Charity Brush, care of this paper.

I am not sure that any young child is arm around the little creature and draw naturally truthful. On the contrary, fam ing her affectionately to her side, she more inclined to think that children are "ign"t it lovely dear to be able to see more inclined to think that children are "Isn't it lovely, dear, to be able to see rather unmoral—not immoral, please—and such beautiful things in our minds? Do that it rests entirely with their parents you know, sometimes when I shut my that it rests entirely with their parents and the training given them whether they grow up to be truthful or untruthful. The ancient Persians believed the two chief features of a boy's education were "to draw the bow and to speak the truth." We have the same respect for the truth, but we do not seem to realise that we have to educate our children for truthfulness just as carefully as we do for "drawing the bow."

Now, sometimes when I shut my eyea. I can see pretty pictures, too, of wonderful animals and birds and beautiful flowers. Run back and play and think all the pictures you can."

If the value of the pictures, too, of wonderful animals and birds and beautiful flowers. Run back and play and think all the pictures you can."

If the value of the value of the child mind. And in that understanding of the child mind. And in that understanding the truthfulness just as carefully as we do for "drawing the bow."

truthfulness just as carefully as we do for "drawing the bow."

Many of our mothers are burt and horrified by the discovery that their seemingly innecent little ones are incorrigibly untruthful. More letters than I like to count come from members of our Mothers' Club asking what can be done to correct the terrible inclination to lying evinced by their children.

"Dear Aunt Chatty," one of them wrote only last week, "I have been wanting to write you for a long time and tell you my trouble, but I have been ashiamed to have any one know that my daughter, the prettiest little girl of 10 you ever saw, has formed the most dreadful habit of lying; she seems to be unable to speak the truth even when the truth would be to her advantage. When I ask if she has done something sine always denies it, looking me straight in the eye and speaking with such an impocent look that many times I am deceived until I find out that she really has committed the fault with which I churged her. I have whipped her for it the thoughtesness of play, and to

when a child is habitually untruthful. I believe it is invariably the fault of those who have charge of him. In saying that children are unmoral, I mean that in the exuberance of the childleh fancy and in the inability of the inexperienced brain to locate the wavering line between fact and fancy the child will often relate imaginary occurrences as if they. relate imaginary occurrences as if they were actual happenings. There is no magic voice within his soul to proclaim what took place in the outer world and magic voice within his soul to proclaim what took place in the outer world and what were the visions presented to his inner eye by the divine light of imagination. We mothers need "to become as little children" ourselves if we would "enter into the kingdom of heaven" of understanding of our little ones. We must learn to think as a child so as to enter into the child's thoughts. The mother who does this will never need to point out to her innocent baby the horrible blackness of a lie.

Not long ago I was calling on a young mother, and as we sat chatting together her little girl ran into the room and said gleefully: "Oh, mother, just now I saw two white elephants out in our yard!"

Intenty I listened for the mother's reply to this astounding declaration. Without a moment, hesitation she mut her list with the list is sailow, is far more attractive than the horribly made-up faces of fooligh women we see too often in these days.

(Correct 100 Acros 101 Acros 102 Acros 102 Acros 102 Acros 103 Acros 103 Acros 103 Acros 103 Acros 104 Acros 104 Acros 104 Acros 105 Acros 104 Acros 105 Acro

has committed the fault with which I tonly. The damage they do is done in charged her. I have whipped her for it the thoughtlessness of play, and to and talked to her about the wickedness charge them with willful destruction and soil to be us a talk on the subject of lying children some time soon."

I would like to ask the mother whose letter I have quoted if that is not the

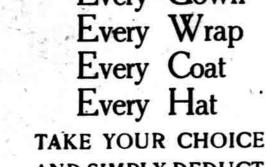
Answers to Correspondents.

Mrs. A. T. C. asks: "Do you think black is suitable for a coat suit for a

(Copyright, 1915.)

FAMOUS WOMAN, HER

HOUSEWIVES DAILY



rebuchers High Grade---Not High Priced



Sale Begins Today

Every Suit Every Dress Every Gown Every Wrap AND SIMPLY DEDUCT 25% FROM THE PRICE

The House

SKINDENSEMEN Give a Chafing Dish

Dish Trays from \$1.25 poons and Forks from \$1.00

dishes can be used as a practical stove by removing the food pans: coffee, & tea, or toast can be made over the improved alcohol & vapor burners.

🕱 Dulin & Martin Co. 1215 F St. and 1214-18 G St.

X WORK OF THE X

DOPEY DAN" ON WOMAN'S SUF-FRAGE.

By MARY KEALTY CLAGETT. 'Dopey." the party in the next flat, ays, whatdaya think of the enfranhisement of women?"

"Deal 'em over, Lon, I got six "She wants to know how you stand on this votes-for-women' thing. Do you think they can qualify.

"Qualify! What's hinderin' 'em? You talk like a oyster! Oh, I've heard all work nights on their ledgers, and a buncha flat chested 'frails' what hates to give up the old 'clingin' vine' graft, there ain't a honest person in the land

home, and it's a good place to be at, if she's got one, and believe me, of a lot of these 'masculine marauders' what's lollin' around, this fair land of ourn today, hadis played that 'at home' thing a wee bit stronger, and given the missus a chancet to get a whiff of fresh air, it wouldn't have took us four or five years scourin' the country lookin' for a 'white

hope.'
"What's the home got to do with votin'
anyhow? They only votes oncet a year
and it takes just five minutes to do it

1106 G Street

See the Many Gift Suggestions in the Fur



A Monday Sale of 400 Suits

\$12.75, \$19.75, \$25, \$29.50, \$35 MATERIALS-Rich broadcloths, whipcords, gabardines, serges and velvets,

in the colors fashion favors right now,

STYLES-Fashion's latest dictates are reflected in these smartly tailored garments-a wide range of both elaborately trimmed and severely plain ef-

A common control of the first control of the first control and of the f